

CANADA

A Trans-Pacific Partnership with Asia

While Canada traces back its commercial ties to Asia-Pacific to the late 19th century, the country's commitment to the region has never been stronger, judging by the number of trade partnerships entered just in the last 25 years.

Participating already in the Asia Pacific Economic Cooperation (APEC) and in talks for the Trans-Pacific Partnership (TPP), Canada has signed separate sweeping free trade agreements with Japan, India and South Korea, as well as the Foreign Investment Protection Agreement (FIPA) with China.

"The priority now is to sustain the relationship with our Asian counterparts through a constant stream of communication and relationship building," said Ontario Minister for Economic Development Brad Duguid.

Facilitating More Trade and Investment

According to the federal government's "Global Markets Action Plan," trade between Canada and the Asia-Pacific reached \$156.9 billion last year, an increase of more than 30 percent over the past five years.

Then in March of this year, Canada opened North America's first Chinese Renminbi (RMB) clearing bank in the country's financial capital, Toronto. As the only RMB hub in the Western Hemisphere, the institution represents another milestone in Canada's ever-growing trade ties with China.

The agreement between Canada and China designated the Industrial and Commercial Bank of China Canada (ICBC Canada) as the RMB clearing bank, which will handle and settle transactions between Canadian and Chinese businesses without having to use an intermediary currency, usually the U.S. dollar.

This RMB clearing hub agreement – a welcome move as it eliminates one layer in foreign trade transactions – also establishes a reciprocal credit line between central banks and sets up an investor quota that allows access to Chinese capital markets.

"This absolutely has the potential for being a game-changer in terms of Canadian-Chinese trade. We want to minimize currency risks as much as possible. It simply makes it easier to do business," said Toronto

Financial Services Alliance President and CEO Janet Ecker, who played a major role in bringing the RMB initiative to reality.

As the second-largest financial center in North America by employment, Toronto recognizes the potential benefits of increased engagement with Asia.

"Asia, without a doubt, represents the largest opportunity for Toronto in the global marketplace," stressed Toronto Mayor John Tory.

Beyond trade and finance, Canada and China have consolidated other connections as well. In May, Air Canada and Air China announced the launch of non-stop flights between Beijing and Montréal.

"A direct air route between Montréal and the Chinese capital is great news for the business community in Québec and Asia. (It) is a symbol of the strength of our growing relationship with Asia," said Québec Premier Philippe Couillard.

"Bilateral trade between Québec and Asia is strong and shows the need for this direct air route. The total value of trade in Québec goods with Asia rose to \$224.4 billion last year, an increase of 53 percent between 2005 and 2014. Québec's exports to Asia grew more quickly during this period (more than 103 percent) than its imports (over 40 percent)," Couillard added.

Growth Thru Education and Innovation

As trade and investment remain important components of the relationship between Canada and Asia, education has become increasingly important as well. Today, Asia-Pacific countries are among the ten biggest sources of foreign students in Canada: China (1st), India (2nd), Korea (3rd), and Japan (7th).

Perhaps, the attraction of Canada lies in the ethnic diversity found across the country, which many regard as one of the world's most welcoming societies for immigrants.

As the number of partnerships between Canadian and Asian schools grows, so too does the collaboration between academics, researchers and innovators from both sides of the Pacific.

"The real end game [of collaboration] is the dialogue created between Asia and Brit-

ish Columbia. We want to open other doors that are maybe more lucrative in terms of returns for both sides: trade discussions, intellectual property opportunities, joint initiatives, education and health," said British Columbia Institute of Technology (BCIT) Vice-President Academics Bill Dow.

"All these open doors. Most people in the world speak a common language around those cornerstones. So, if we open with that conversation, we are supporting a much bigger agenda. Education provides a great beachhead to create a very different conversation," Dow added.

Meanwhile, the city of Mississauga in Ontario has capitalized on its reputation as an education and innovation center to attract investment from all corners of the globe.

For instance, Japan, Canada's largest foreign direct investment partner in Asia, has over 300 Japanese subsidiaries in Canada, particularly in the automotive sector and many of which are based in Mississauga.

"Mississauga is home to 63 Fortune 500 companies, almost 60,000 businesses, and 1,400 multinational firms. Job creators choose Mississauga because of our highly educated workforce," said Mississauga Mayor Bonnie Crombie.

Looking Ahead

As opportunities multiply in a wide range of sectors like finance, tourism, mining, energy (both nuclear and renewable), natural gas, green technology, aerospace, information technology, mergers and acquisitions, and forestry, there is much optimism and excitement going around the public sector and the business community in Canada and Asia.

Canada has barely scratched the surface of Asia's business landscape; just as China is only discovering the immense investment environment in Canada.

With so much that they already offer each other, this trans-Pacific partnership has begun reaping its rewards. ■

The digital version of this report can be found online at:
<http://gmipost.com/special-feature/26/canada-2015.html>

Centennial College Nurtures Asia's Global Denizens

Centennial College opened its doors in 1966 as Ontario's first publicly-funded college of applied arts and technology to provide Canada's rapidly evolving economy with a new generation of technologists and community service practitioners.

Nearly 50 years later, Centennial College has clearly outgrown its original mandate of serving the Greater Toronto Area alone.

Today, with four campuses and four community learning sites, the college mirrors Toronto's development as a city that has embraced its highly diverse multicultural population of six million inhabitants, as well as the innovative and creative industries that have taken root in the region.

Centennial College's globalized perspective and approach have attracted thousands of foreign students seeking an engaging education in one of the world's most cosmopolitan capitals. More than 80 languages are spoken on campus by students representing approximately 100 nations.

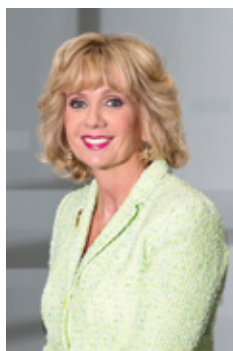
Over the last seven years, Centennial has earmarked almost \$380 million to expand its facilities and provide state-of-the-art classrooms and laboratories for its 19,000 students.

"We've really tried to make this institution not just about attracting international students, but also about becoming truly internationalized," said President and CEO Ann Buller, who has overseen the college's evolution into a globalized institution since she took over in 2004.

In its "Book of Commitments," Centennial College reaffirms its strategic goals and its obligations to its students, which include an education that nurtures entrepreneurial and innovative thinking.

Established in 1987, the college's Center of Entrepreneurship has incubated more than 3,600 small businesses and boasts an outstanding 98 percent success rate. It recently earned Canada's national Colleges and Institutes Canada (CICan) Entrepreneurship Award in the Entrepreneurship in the Community category for its remarkable OSEB business mentoring program.

To extend its global reach, Centennial College engages with international students via its satellite offices outside Canada. For its brand expansion abroad and its service to internationally-minded students, Centennial received two nationally recognized awards: the Gold Medal for Internationalization from CICan, and the Director's Award for Internationalization from the Canadian Bureau for International Education (CBIE).



“ The global network that we've established with academe and students benefits Canada and the rest of the world. Education with a global perspective is what the world needs. We want to be seen as true partners and be part of the world's supply chain of students. ”

Ann Buller, President and CEO

With Asia growing more prosperous, Centennial College opened seven satellite offices in the region – four in China, and one each in India, South Korea and Vietnam – to engage with prospective students and their parents exploring the benefits of studying in Toronto.

Office staff provides free advice on Centennial College's programs and answers all questions about the requirements needed by international students who want to study in Canada.

"In 2016, we will mark 20 years in China. Our experiences working in Asia have been remarkable. We are all for supporting our international students in bringing the expertise and experiences that they acquired here at Centennial College back to their homeland for the betterment of societies there," Buller explained.

Centennial College also provides students

with pathways to live and work in Canada.

As it seeks to grow its global network, the college is open to partnerships with other institutions around the world for student exchange and research programs.

Centennial College's network of international partners offers opportunities for learning experiences through "global service learning" and work abroad. For example, students traveled to Peru to help construct a preschool in a village high in the Andes Mountains, organized jointly with language school Maximo Nivel.

The college's international student satisfaction survey boasts an 85 percent satisfaction rating, demonstrating why Centennial College has gained strong recognition abroad and has been such a popular choice among Asian students.

To create a realistic learning environment for its students, Centennial College adopted

a new model and culture for its students.

While the traditional classroom setting remains a necessary component, the model incorporates simulations of the work environment and situations designed to gauge a student's development. Paired with state-of-the-art facilities, Centennial's teaching model has given students the confidence and skills necessary to navigate the fast-changing global marketplace.

Centennial College's post-graduate International Business Management program, with a focus on doing business in China, is delivered in three countries. Students take their first semester in Canada, followed by a semester in Panama's City of Knowledge and the final semester in China. There, students learn Mandarin Chinese culture and business practices and complete an internship in an industrial setting.

Students also have an opportunity to earn a Master of Arts in International Business and Centennial College's post-graduate Business Management Certificate through a joint program with Italy and India. The first semester is completed in Italy, followed by a semester in India, and a final semester and internship in Canada. Graduates have the opportunity to work in Canada for one year.

With the international business landscape growing increasingly diverse and challenging, the college believes it is vital for its graduates to learn how to adapt quickly in



Centennial College boasts training in courses such as aviation (above) and provides its students with comfortable and conducive surroundings for learning.



an immersive environment and with a community of students drawn from a vast spectrum of cultures.

"For the future, I'd like to see additional partnerships as more of our students pursue interning and practical programs, and acquire international experience," said Buller.

To stay competitive and relevant amid continuous globalization, Centennial College will not hesitate to challenge the norm and establish new instruction models as it promotes its own brand of education around the world.

Aside from strengthening its brand and business, the college also takes it upon itself to promote the image of Canada as a country of innovation and inclusiveness, and as a responsible member of the international community.

As Canada's future prosperity increasingly relies on its ties with governments and businesses in Asia, Centennial College serves as a quasi-ambassador to the region and, through its alumni, fosters global citizenship in this interconnected world of diverse cultures.

"Asia is a significant market for us. Based on our projections and on the extraordinary quality of students from Asia, we have learned just as much from them as they from us. We believe that the global network that we've established with academe and students benefits Canada and the rest of the world," Buller said.

"Education with a global perspective is what the world needs. My main message is we want to be seen as true partners and be part of the world's supply chain of students," she added. ■

www.centennialcollege.ca

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Kaizen Discovery: Feeding Japan's Industrial Needs

With the price of commodities falling to recent lows, the global mining industry has faced challenging times the past few years. This downturn has resulted in an industry-wide reticence to invest in new exploration.

Junior mining companies already struggle to stretch their remaining working capital and secure additional financing. Analysts expect a correction in commodity prices, but they are unable to predict when the recovery will happen.

While most in the mining industry have adopted a wait-and-see position towards this uncertainty, some bolder players have recognized a massive opportunity.

"There will be a short supply of all of the base metals, but demand will grow or stay the same, which will only do one thing to commodity prices. We identified what was obvious to us: To capitalize on this situation, we needed to have a platform that was different from anybody else," explained Kaizen Discovery President, CEO and Director B. Matthew Hornor.

Formed in December 2013 as part of the Ivanhoe Capital group, Kaizen Discovery is a Canadian mineral resource company whose strategy involves employing industry-leading exploration technology, as well as forming partnerships with Japa-

nese companies to directly supply metals to Japan's industrial sector. Its first such collaboration was with Japanese trading giant Itochu Corp. with a market capitalization of approximately \$20 billion and over 103,000 employees worldwide.

In 2014, Kaizen Discovery acquired Vancouver-based West Cirque Resources (WCQ), which controlled seven prospective copper-gold porphyry exploration projects in British Columbia. The move immediately received the approval of Itochu, which quickly took a 40 percent stake in one of the projects.

With more acquisitions in the pipeline, Kaizen Discovery remains on track to build share value intelligently and strengthen its market position ahead of the inevitable rebound of commodity prices.

Clearly, Asia plays a critical role in the successful growth strategy of Kaizen Discovery, a fact quickly acknowledged by its leadership.

"We are very thankful for our partnership with Itochu Corporation, for their belief in the platform, and for our team. We are also appreciative of the relationships we enjoy with the other groups in Japan who we meet frequently," said Hornor. ■

www.kaizendiscovery.com

Majestic Gold Positions Itself For Market Recovery



Majestic Gold's engineers at work.

Majestic Gold is a Toronto-listed (MJS-V), China-based gold producer with an open pit mine near Yantai in Shandong Province, the nation's largest gold-producing region. Majority control is held by Chinese nationals, who view the company as a vehicle to expand gold production both within and outside China.

The company's Songjiagou gold mine operates at near break-even in a historically perverse gold market, which appears to have reached its cyclical bottom with a limited downside and considerable upside for established producers like Majestic Gold and its shareholders.

For strategic reasons, which include the desire to capitalize on strong gold prices, Songjiagou went into commercial production in 2012 without the benefit of a full feasibility study that comprised an efficient mine plan. Since then, the company has developed a plan that will optimize the resource grade gold at Songjiagou and resolve ongoing grade control issues.

At present, mining activities at Songjiagou are delivering a grade of 0.42 g/t, which represents about one-third of the mine's calculated resource grade.

According to Majestic Gold's President Steven Kenwood: "One can easily imagine the impact of the successful implementation of this mine plan and grade control program on our production costs, not to mention a potentially added profit boost from higher gold prices."

Songjiagou is a modern truck and shovel mining operation with a conventional mill and a well engineered tailings disposal system for waste storage. As a good corporate citizen, the company places a strong emphasis on worker safety.

In addition, its relationship with local villages is excellent, as it is committed to provide modern housing alternatives for families impacted by our present and future mining operations.

Majestic Gold's board of directors is comprised of seasoned veterans of the Canadian and Chinese mineral industries, such as its Chairman, Gengshu Miao, the former President of China Minmetals Corp. ■

www.majesticgold.com

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British Columbia's Aboriginal People: Sharing A Rich, Ancient Culture With The World

Tracing back their history to thousands of years, British Columbia's Aboriginal people – known collectively as First Nations, Inuit, and Métis peoples – enjoy a rich and deep culture that has stood the test of time. The vast lands of British Columbia are home to a people who managed to preserve their traditional way of life, still deeply imbibed in deep spirituality and defined by a strong connection to the wilderness and nature.

As British Columbia's tourism industry sees an increasing number of visitors, the appeal of and demand for an authentic and different cultural experience has only grown more popular particularly among international travelers.

"It's not a true Canadian experience unless you have an authentic Aboriginal experience as part of your overall itinerary," said Keith Henry, the president and CEO of Aboriginal Tourism Association of British Columbia (AtBC), a non-profit organization committed to promoting a sustainable and culturally faithful aboriginal tourism industry.

"We want to make sure that visitors from any country really understand the real story of Canada. Canada is thousands of years old. If you think of Egypt and their history, frankly we have similar history in Canada. We just haven't told our story," added Henry.

This untold story, fuelled by a deep desire by the Aboriginal communities to share their heritage, is contained in the different efforts to immerse visitors into their culture and way of life.

"One of the unique things for the Aboriginal community here in British Columbia is that all our businesses are owned by our own people," said Henry.

From authentic accommodations, outdoor adventures, and varying sorts of cultural centers, the province of British Columbia offers an unmatched diversity of options for all kinds of travellers, with nearly 75 percent of tourism and establishments related to Aboriginal tourism.

To illustrate this diversity, British Columbia has 203 Aboriginal communities made up of 200,000 Aboriginal people who speak approximately 40 different languages and dialects.

"We hear it all the time from people. People walk away from the experience with a different perception of life in general. It's a life-changing experience," said Henry.

Presently, British Columbia's Aboriginal tourism industry contributes \$35 million to the provincial economy and generates around 3,000 jobs within the Aboriginal communities.

"It's a win-win situation. It's one of the



Spoiled for Choice: Aboriginal Tourism in British Columbia offers a wide variety of extraordinary travel experiences.

strongest economic drivers and culture revitalization in British Columbia that we have seen in years. It's a really great story," he said.

In recent years, Asia has played a significant role in popularizing Aboriginal tourism. With 10,000 visitors annually coming from the Asia-Pacific region, AtBC is looking to double that number within the next three years.

To meet that objective, AtBC will host the 2nd Pacific Asia Indigenous Tourism and Trade Conference between September 12 and 14 in Vancouver. The event will focus on the opportunities to promote and celebrate Indigenous tourism in the region. It will also allow participants, particularly from Asia, to gain a deeper understanding of how Aboriginal Tourism can enhance travel to Canada.

"The Asia-Pacific Region is critical to us. It's

really our number one priority," Henry said.

As of this year, the province boasts of 80 "export-ready" Aboriginal experiences. Because of strong demand, AtBC is working with around 100 businesses wanting to increase their capacity to work with tour operators in Korea, Japan and China.

"We really want to work directly with the tour operators from all the countries in the Asia-Pacific," Henry also said.

With its diverse product offerings and well-established infrastructure to accommodate travellers, British Columbia offers Asian visitors an extraordinary travel experience by taking part in the everyday lives of its aboriginal communities.

"This is the most authentic and unique experience you are going to have in Canada. We believe it's unforgettable," said Henry. ■

www.aboriginalbc.com



Students Who Feel At Home, A World Away

Saint Mary's University looks forward to continuing its strong partnership with the educational community in Asia and enriching the lives of students both at home and abroad.

Saint Mary's is Canada's international university, with 30 percent of its student body comprised of international students. Located in Halifax, Nova Scotia, the university has 180 partnerships with schools in 40 different countries. These partnerships allow

Saint Mary's to offer student and faculty exchanges, academic collaborations, and credit transfers.

"We have wonderful support systems in place to ensure our international students succeed," said Dr. Robert Summerby-Murray, President of Saint Mary's University.

"We know that students and their parents are looking for a quality education, as well as a safe, supportive learning environment. And that's exactly what Saint Mary's

provides," he added.

Over the past decade, Saint Mary's has cultivated international partnerships across the globe, including a long-term partnership with Beijing Normal University (BNUZ). Hundreds of students from BNUZ have attended Saint Mary's. Currently, there are more than 120 BNUZ students studying at the Halifax campus.

In 2014, the prestigious Sobey School of Business at Saint Mary's expanded its partnership with BNUZ and launched a unique Bachelor of Commerce degree in China, which offers students a major in Finance, and is jointly taught by Saint Mary's faculty members.

Through its continued relationships with Asian universities, Saint Mary's provides an unmatched educational experience that inspires the next generation of global citizens. ■

www.smu.ca



Dr. Robert Summerby-Murray, President of Saint Mary's University.

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*Source: PwC 15th Annual Global CEO Survey 2012

Pillitteri Estates Winery:

Canadian Icewine Captures Taste of Growing Asian Market



Richard Slingerland of Pillitteri Estates Winery examines Cabernet Sauvignon icewine during harvest.

Pillitteri Estates Winery is a family-owned and -operated winery established in 1993 by Gary and Lena Pillitteri. Today, Pillitteri has grown to become the world's largest estate producer of Icewine and produces more than 100,000 cases of wine per year.

Over the past 20 years, Pillitteri Estates Winery has been honored with more than 750 wine awards, at both domestic and international competitions, the most recent being 'Red Wine of the Year' for the 2010 Appassimento Cabernet Franc at the Ontario Wine Awards and a gold medal for Riesling Icewine at Decanter World Wine Awards.

For more than 15 years, Pillitteri has been dedicated to promoting Canadian wines around the globe, making it one of the world's most widely recognized Canadian wine brands.

Currently Pillitteri exports to 32 different countries in Central and South America, Australia, Europe and Asia, with a large focus on China, Hong Kong, Japan, Korea, Singapore, Taiwan, and Malaysia.

Pillitteri has been working in the Chinese market since 1999, establishing itself as the world's premier brand of Icewine in the country.

As a VQA (Vinters Quality Alliance) winery, Pillitteri takes pride in what they do and recognize that there is still much more room for growth. ■

www.pillitteri.com

Flying Fresh Air Freight: 25 Years of Service Excellence

"We had to make a choice – fold to the multinationals or to compete. Our CEO chose to make a significant investment and it has paid off," recalled Flying Fresh Air Freight Senior Vice President Pablo Rodriguez.

From its beginnings as a family-owned low-cost carrier back in 1989, Flying Fresh Air Freight has soared to new heights to become Canada's leading forwarder of perishable goods.

Headed by CEO and Founder Brendan Harnett, the company has managed to compete with multinational forwarders in the country by remaining agile and swift in its operations.

"Domestically, we are the leaders. We move about 80 percent of Canada's perishable domestic air freight," Rodriguez said.

With expansion already underway in U.S. cities, such as Seattle and Boston, Flying Fresh Air Freight is determined to further widen its network to at least 15 more locations in the next three years.

As demand for Canadian Dungeness crab, lobsters, cherries, pine mushrooms,

oysters and salmon increase in Asia, the region has become a critical part of the company's international growth plans.

"Our CEO, Mr. Brendan Harnett and Vice President for Corporate and Government Affairs, Mr. Sandy Moreland, spend considerable time in Asia as the focus has been to increase our market share in the region. We are also extremely open to developing partnerships and opportunities, and outsourcing like-minded companies," said Rodriguez.

Flying Fresh Air Freight aims to step up its business in dry cargo and other fast-moving goods, such as machinery and medical devices, while not losing sight of its hold on and expertise in the shipment of perishable cargo.

"Our passion is perishables. That is something we will not deviate from. We want to be known as a global leader in perishables," he stressed. ■

www.ffafcargo.com



Discover Your Opportunity in Niagara

"Niagara" – probably one of the widest known global brands – has much more going for it than its famous waterfall. The Niagara Region's non-tourism economic base plays a significant role in stimulating Ontario's economy.

Because of its strategic and accessible location in North America, favorable investment conditions, and growing number of entrepreneurs and innovators, the Niagara Region is expanding its traditional base of agri-food and manufacturing to encompass a varied range of advanced technology applications that include aerospace, greenhouses, biotech, to high quality stainless steel.

The new TEAM NIAGARA Economic Development Action Plan, drafted with the help of the region's officials, reflects the ambitions of all 12 municipalities in the area and serves as a road map to achieve its enormous potential.

Through partnerships with Innovate Niagara, Brock University, Niagara College, Vineyard Research and Innovation Centre and the District School Board of Niagara, Niagara Economic Development is able to assist entrepreneurs and innovators in improving their products and services.

Over the past few years, a number of Ni-



Niagara Economic Development Director Bob Seguin.

agara's homegrown brands have attracted a rising number of global companies, with notable growth coming from Asia. Niagara Economic Development wants to capitalize on this increased activity and introduce more Canadian products to the global marketplace.

In past years, Asian businesses have expressed significant interest in Niagara's grape growing and wine industry, with the classic Canadian Icewine emerging as

a favorite.

"We recognize the importance of the expanding Asian marketplace. We are identifying opportunities and building relationships. Very many Asians visit to see Niagara Falls, but we are encouraging more of these visitors to take the time to explore 'the full Niagara' with business interests in mind. We are finding a growing interest in the wide range of business opportunities Niagara and Asia represent for each other," said Niagara Economic Development Director Bob Seguin. ■

www.niagaracanada.com



Sartrex: Climbing the ranks and engineering success

Jay Sarkar, CEO of Sartrex Power Control Systems, is an inspiration to many, having worked his way through the ranks as an engineer. He has since gone on to nurture the company into a multimillion dollar operation.

Bangladeshi-born Sarkar recalled: "I had one vision. Who could have thought that from initially working for a company that you could go on to buy it? I did and it's the absolute truth."



Jay Sarkar, P. Eng.
Founder, President
and CEO, Sartrex
Power Control
Systems.

Based in Ontario, Sartrex is a high-technology instrumentation company that supplies custom-designed control and safety equipment for nuclear power generation, military and security-related markets.

Sarkar said: "Success does not come without hard work. You need perseverance, discipline, desire and commitment. It is important to believe in yourself and hold a positive attitude. This is a cutthroat industry as you know."

The CEO is a member of various nuclear associations and societies, and takes part in trade missions of the Canadian government to promote the Canada Deuterium Uranium brand, a Canadian-made reactor used for generating electric power.

Sarkar has strategically shaped the company to become profitable over the last decade, through strong leadership and diversification, as well as entering other business projects. ■

www.sartrex.ca



BCIT: Longtime Partner in Industrial Development

For over 50 years, British Columbia Institute of Technology (BCIT) has played an integral role in laying the foundations on which the province of British Columbia was built.

"Back in the Sixties, there was a focus on building the infrastructure of this province for future generations," recalled Bill Dow, Vice President for Academics at BCIT.

A pioneer in applied education, BCIT works closely with industry and business to better understand their employee and industry requirements, which form the devel-

opment of BCIT's programs and curriculum.

"Our key partner is industry, whose leaders work with us every step of the way. That is a unique attribute of BCIT," stressed Dow.

As one of the largest post-secondary institutions in Canada, BCIT offers programs and courses in the following fields: Applied and Natural Sciences, Business and Media, Computing and IT, Engineering, Health Sciences, Trades and Apprenticeship, among others.

Across five campuses and 10 satellite locations, BCIT educates more than 47,000 full-time and part-time students every year in



BCIT's students get top-notch training.

over 370 programs.

Over the last decade, the institute has expanded its connections beyond Canada.

In China, South Korea, and Brazil, BCIT helps its partners in the development of their curriculum through capacity-building and the effective implementation of new programs. BCIT also offers offshore diploma programs at more than a dozen of partner institutes abroad.

"A significant element of our business is international. To be relevant as a post-secondary institute, you need global experience. What we bring to overseas partnerships is a BCIT total solution. We provide our international partners with the capacity to create the BCIT learning experience for their students," said Dow.

As Asian economies face rapid growth and huge changes in their business landscapes, BCIT recognizes a growing need for high-level vocational training and applied education in the region, where university education remains the preferred path for career growth.

BCIT is also seeking expanded partnerships in countries like India, Vietnam, and the Philippines, which are increasing efforts to support their own vocational and applied training to complement their economic development plans.

"The advantage of having an international partner is that it holds you accountable. Successful companies recognize that. And, that's what they are gaining: our guidance and consulting helps them hit that mark every time," said Dow. ■

www.bcit.ca/international



THE WORLD NEEDS MORE BCIT

The British Columbia Institute of Technology (BCIT) is a leader in Canadian applied education. We offer hands-on, industry-oriented programs – from trades certification to master's degrees – to over 47,000 students annually and provide international partners with the capacity to create the BCIT learning experience for their students. Our unique model of education ensures that our graduates are more than ready to succeed in their careers from day one.

Many of our international programs are also delivered throughout Asia, providing knowledge and skills that meet the needs of industry globally.

bcit.ca/international

